



2020 DECEMBER

PUSLINCH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

SELLER'S MARKET

Puslinch has seen an exponential increase in unit sales and sales volume this month with a significant increase in the median sale price. Due to the higher sales activity, there is a huge demand for new listings.



December year-over-year sales volume of \$27,388,754

Up 453.35% from 2019's \$4,777,000 with unit sales of 16 up 220% from last December's 5. New listings of 4 are down 60% from a year ago, with the sales/listing ratio of 106.67% up 88.15%.



Year-to-date sales volume of \$183,575,684

Up 46.86% from 2019's \$124,999,494 with unit sales of 154 up 17.56% from 2019's 131. New listings of 229 are down 27.3% from a year ago, with the sales/listing ratio of 67.25% up 25.66%.



Year-to-date average sale price of \$1,206,951

Up from \$954,528 one year ago with median sale price of \$1,252,250 up from \$960,000 one year ago. Average days-on-market of 69 is down 3 days from last year.

DECEMBER NUMBERS

Median Sale Price

\$1,700,000

+67.49%

Sales Volume

\$27,388,754

+453.35%

Unit Sales

16

+220%

New Listings

4

-60%

Expired Listings

4

-85.19%

Unit Sales/Listings Ratio

106.67%

+88.15%

*Year-over-year comparison
(December 2020 vs. December 2019)*

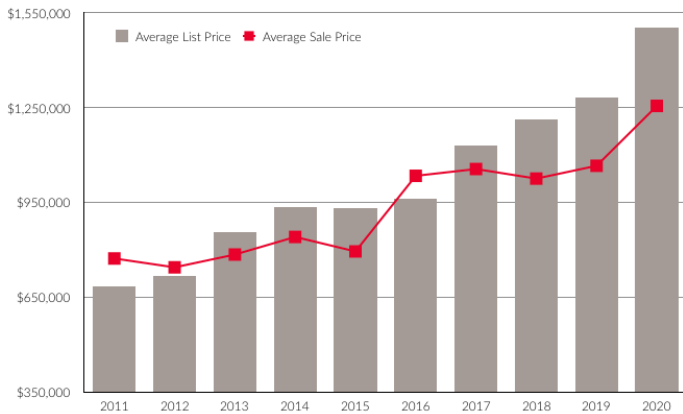


THE MARKET IN DETAIL

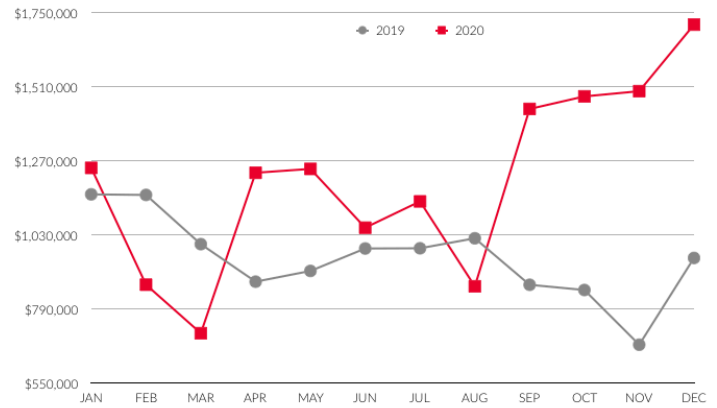
	2018	2019	2020	2019-2020
YTD Volume Sales	\$97,540,765	\$124,999,494	\$183,575,684	+46.86%
YTD Unit Sales	109	131	154	+17.56%
YTD New Listings	237	315	229	-27.3%
YTD Sales/Listings Ratio	45.99%	41.59%	67.25%	+25.66%
YTD Expired Listings	61	98	54	-44.9%
December Volume Sales	\$6,899,631	\$4,777,000	\$27,388,754	+473.35%
December Unit Sales	5	5	16	+220%
December New Listings	7	10	4	-60%
December Sales/Listings Ratio	22.73%	18.52%	106.67%	+88.15%
December Expired Listings	11	27	4	-85.19%
YTD Sales: Under \$0-\$199K	4	7	6	-14.29%
YTD Sales: Under \$200K-\$349K	9	7	8	+14.29%
YTD Sales: Under \$350K-\$549K	16	25	27	+8%
YTD Sales: Under \$550K-\$749K	16	11	7	-36.36%
YTD Sales: Under \$750K-\$999K	25	25	21	-16%
YTD Sales: \$1M+	40	51	86	+63.63%
YTD Average Days-On-Market	46	72	69	-4.17%
YTD Average Sale Price	\$900,495	\$954,528	\$1,206,951	+26.44%
YTD Median Sale Price	\$916,500	\$960,000	\$1,252,250	+30.44%

Wellington County MLS Sales and Listing Summary
2018 vs. 2019 vs. 2020

AVERAGE SALE PRICE

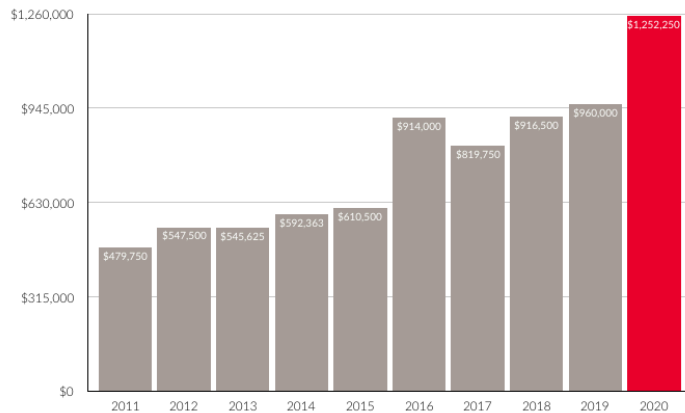


Year-Over-Year

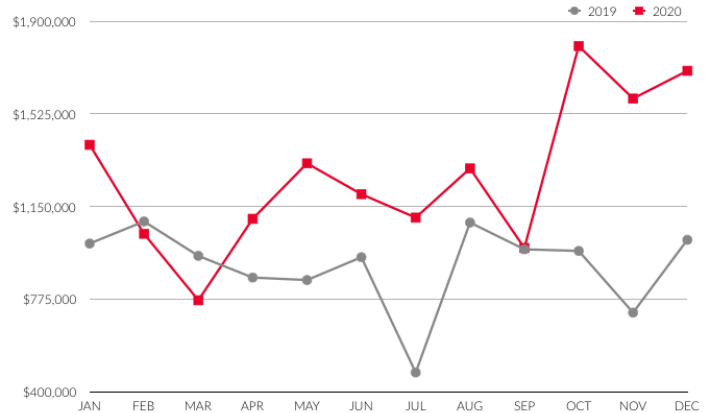


Month-Over-Month 2019 vs. 2020

MEDIAN SALE PRICE



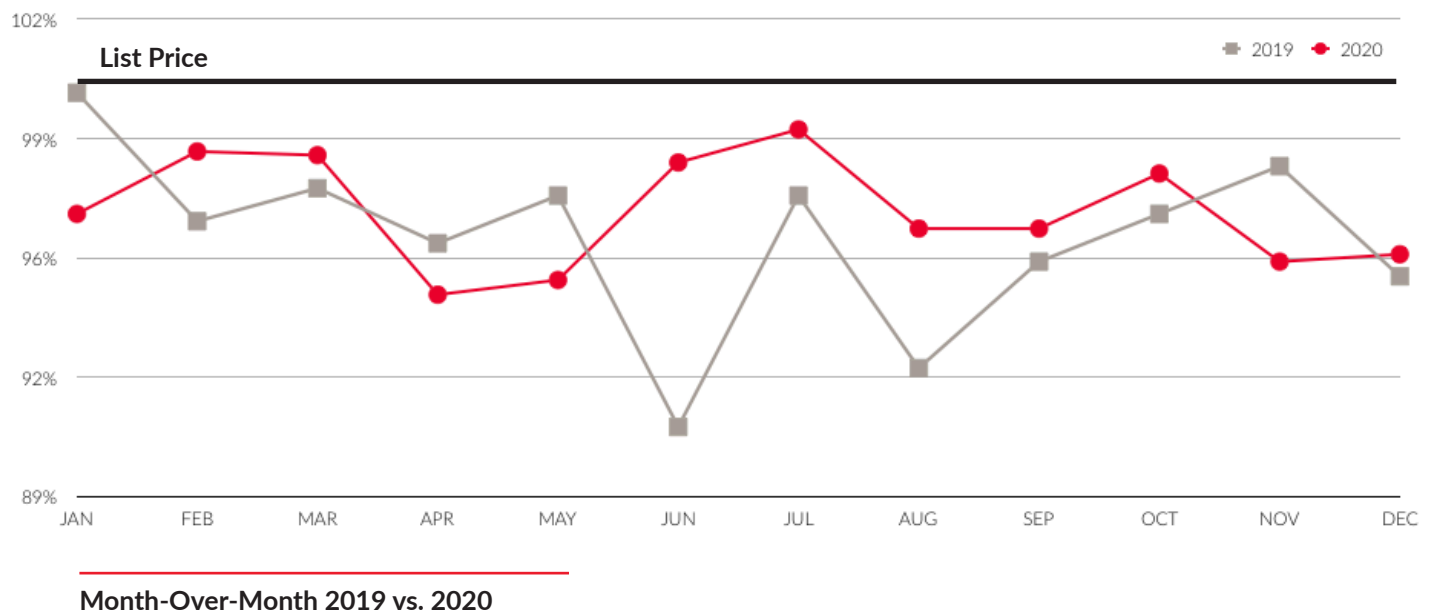
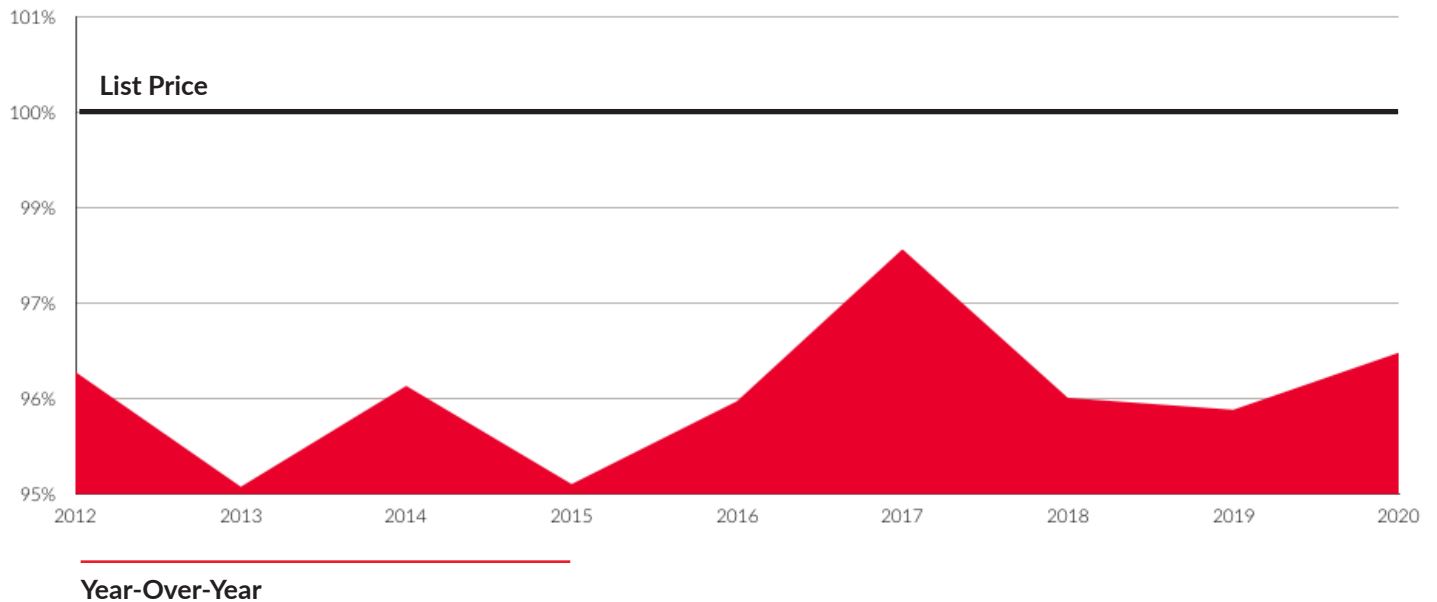
Year-Over-Year



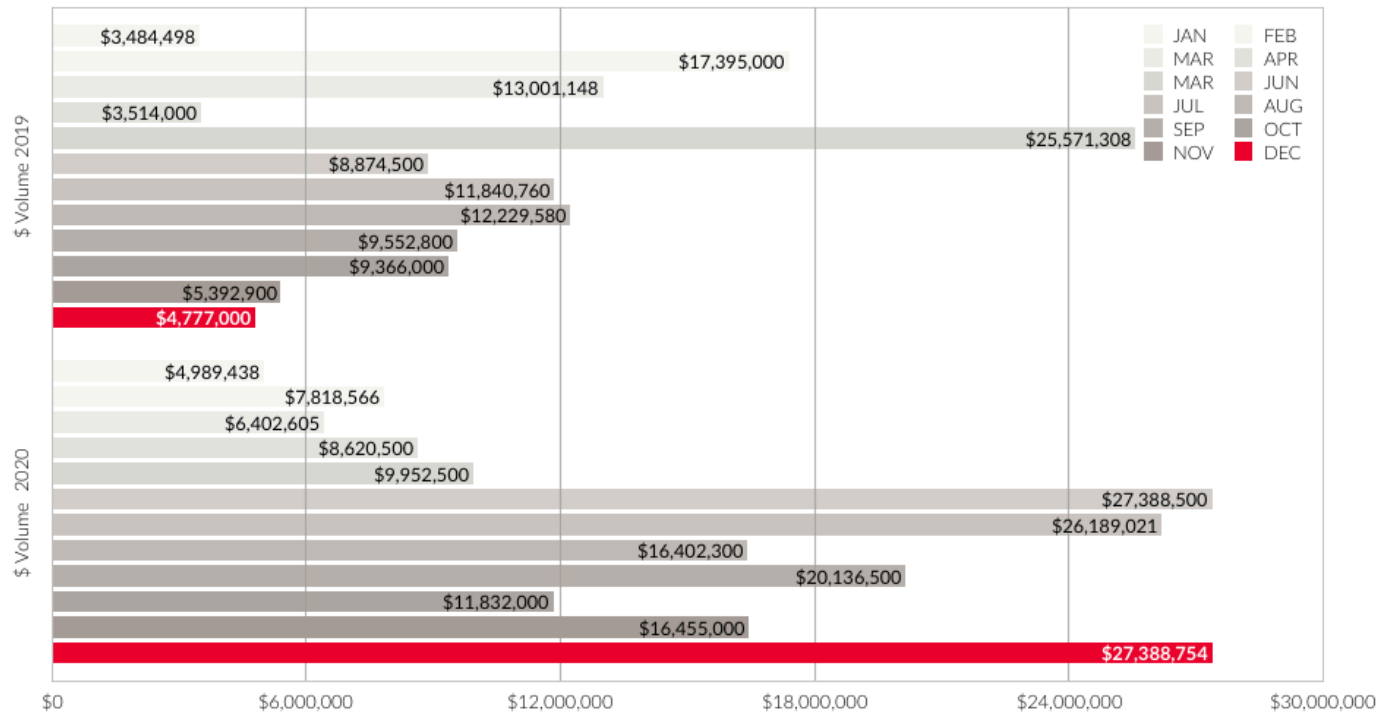
Month-Over-Month 2019 vs. 2020

* Median sale price is based on residential sales (including freehold and condominiums).

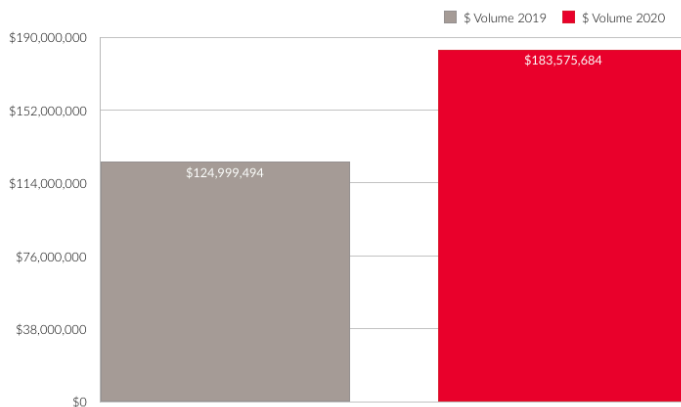
SALE PRICE VS. LIST PRICE RATIO



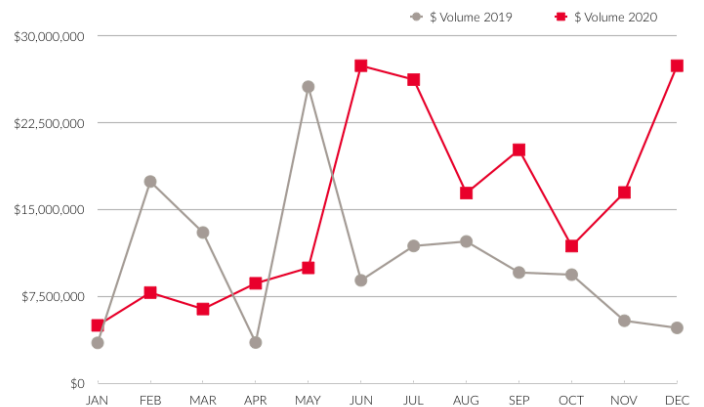
DOLLAR VOLUME SALES



Monthly Comparison 2019 vs. 2020

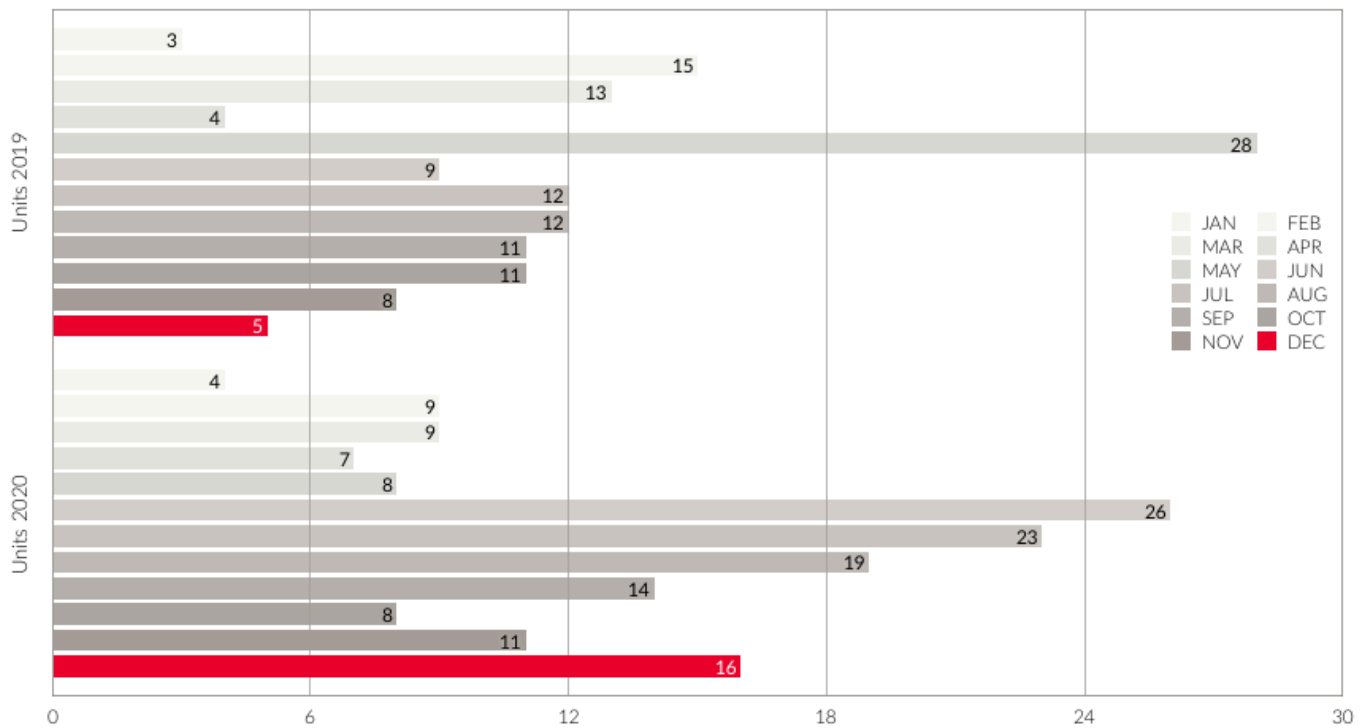


Yearly Totals 2019 vs. 2020

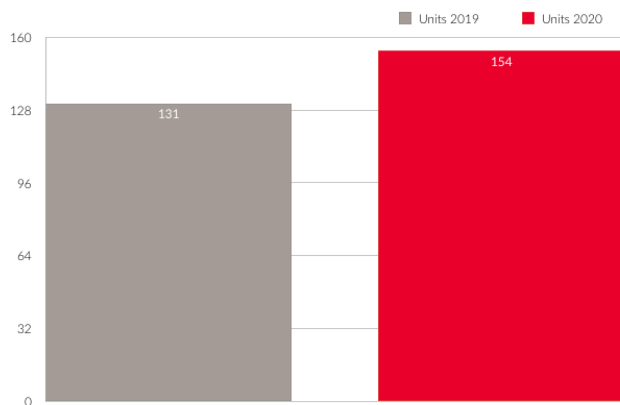


Month vs. Month 2019 vs. 2020

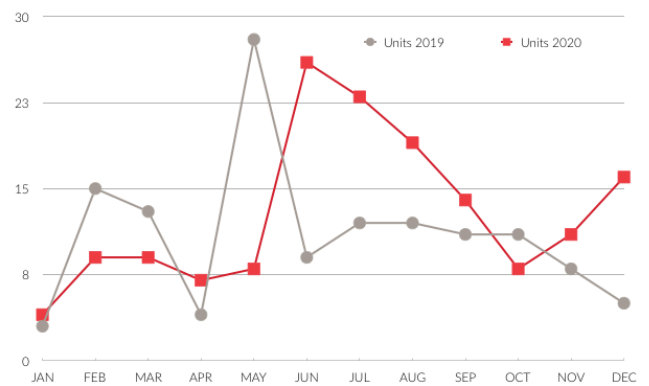
UNIT SALES



Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020



Month vs. Month 2019 vs. 2020

SALES BY TYPE


















FREEHOLD



CONDOMINIUM

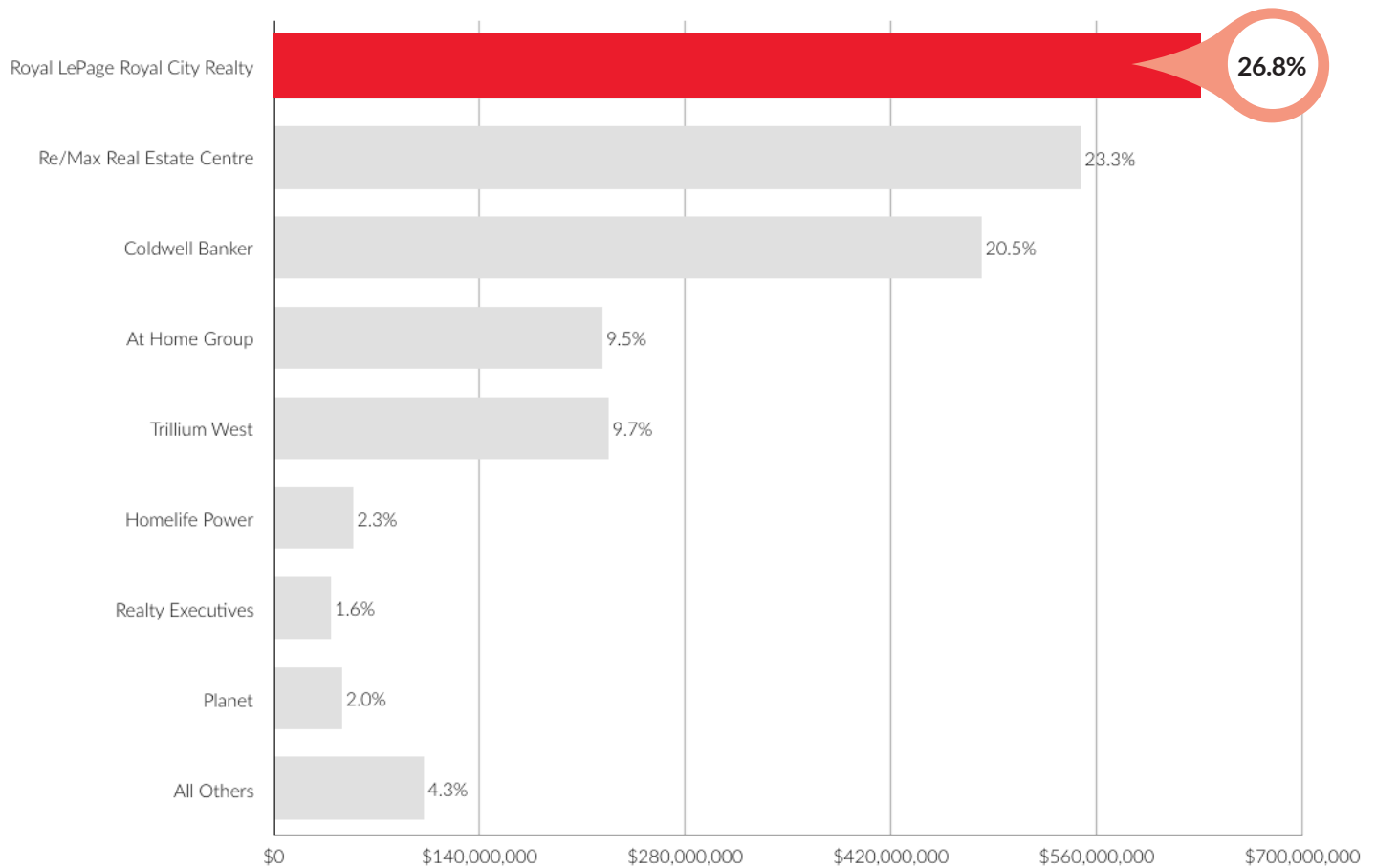


VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$139,865,818 +47.2%	 \$1,233,500 -60.9%	 \$8,900,066 -16.86%
YTD Unit Sales	 106 +3.92%	 3 No Change	 15 -11.76%
YTD Average Sale Price	 \$1,319,489 +41.64%	 \$411,167 -60.9%	 \$593,338 -5.78%
December Sales Volume	 \$19,562,254 +1,872%	 \$0 No Change	 \$1,026,500 +3.48%
December Unit Sales	 11 +450%	 0 No Change	 2 No Change

Year-Over-Year Comparison (2020 vs. 2019)

MARKET DOMINANCE

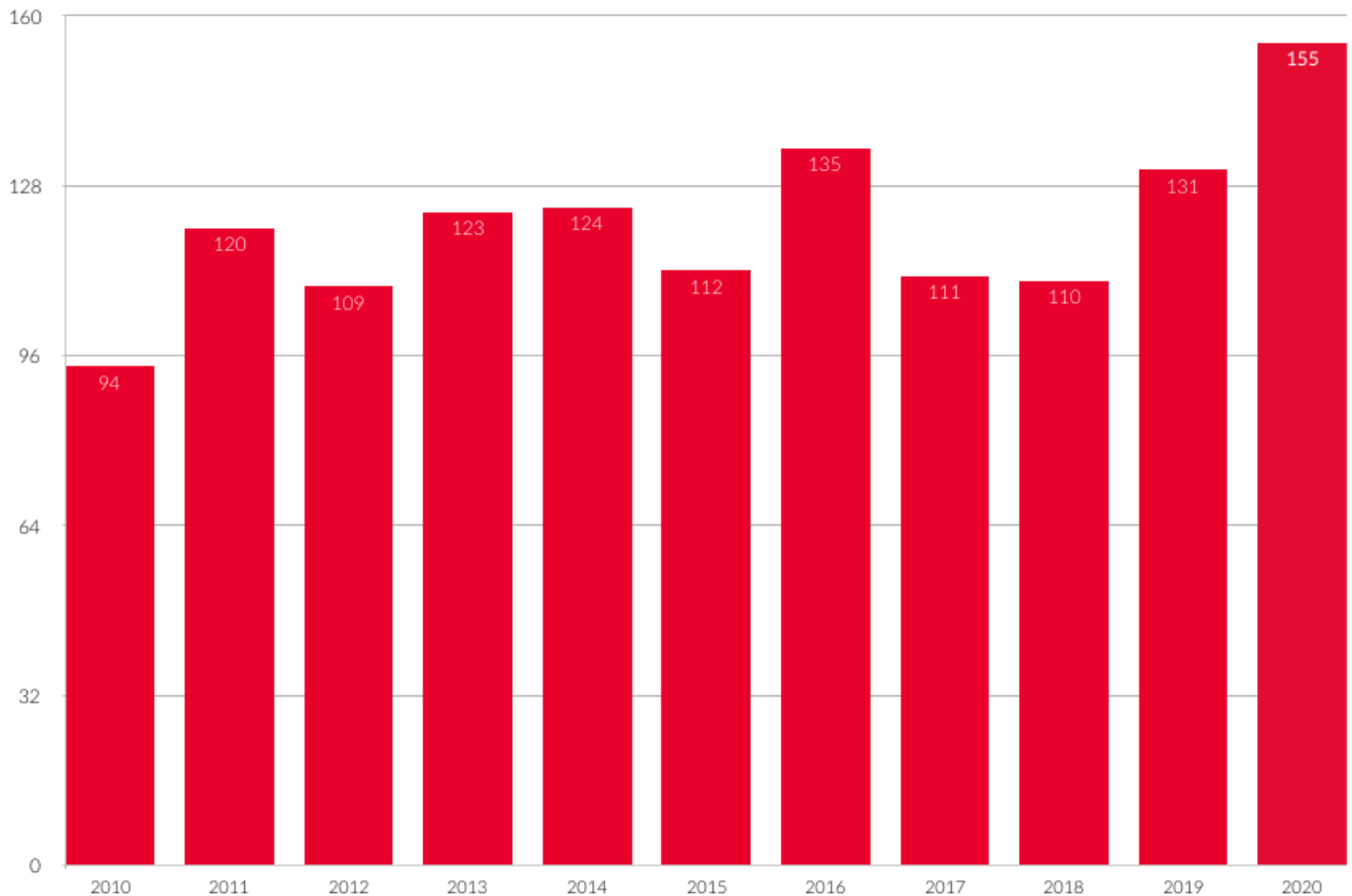


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
January - December 2020



10 YEAR MARKET ANALYSIS



Units Sold



OUR LOCATIONS



ELORA

519-846-1365
9 Mill Street East, Elora



FERGUS

519-843-1365
840 Tower Street S., Fergus



GUELPH

519-824-9050
848 Gordon Street Unit 101, Guelph



GUELPH

519-821-6191
214 Speedvale Ave W., Guelph



GUELPH (COMMERCIAL)

519-836-8060
1467 Gordon Street Unit L1, Guelph



ROCKWOOD

519-856-9922
118 Main Street S., Rockwood



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